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Advocating, Informing and Promoting Small & Minority Owned Businesses

2019 National Small Business Week: The SBA recognizes Central & Southern Ohio's Entrepreneurs & the Champions that Support Them

This year marks the 56th anniversary of National Small Business Week, set aside to celebrate America's entrepreneurs and small business owners. The U.S. Small Business Administration's Columbus District Office will honor central and southern Ohio's winners, including the state Small Business Person of the Year, at its 2019 Small Business Week Awards Ceremony on Monday, May 6, at The Point at Otterbein University.

"Small businesses are the economic fabric of Ohio communities, employing 2.2 million people in the state," said SBA Columbus District Director Everett Woodel. "We are excited to recognize some of the many hardworking entrepreneurs who have made a difference, providing local jobs and unique products and services."



Ramona Mills, Director of the Columbus Women's Business Center

Central and Southern Ohio Honorees include:

Ohio Small Business Person of the Year: Kristen Bailey, Sweets and Meats, Cincinnati. Starting in 2014, Bailey utilized SBA-guaranteed loans to expand her BBQ business to two food trucks and a brick and mortar building, with eleven staff members. She recently launched a non-profit aimed at driving local tourism and helping other small businesses in the food industry with entrepreneurial training.

Exporter of the Year: Leah Simoes, Davenport Aviation, Columbus. Davenport Aviation is a global specialist in aircraft parts procurement and maintenance support solutions. Simoes utilized the SBA's export capital program and State Trade Expansion Program to gain entry into commercial airlines in Vietnam, Indonesia, India and other regions. She has developed an internship program to help students gain experience in a global workplace environment.

Distinguished Small Business: Nancy Pauly, Eva's Treats, Ashland. Eva's Treats is a frozen yogurt shop that opened in 2013 with the help of an SBA-guaranteed loan. A 2017 graduate of the Ashland Chamber of Commerce program "Leadership Ashland," Pauly is heavily involved in local community organizations. She employs 18 staff members and has partnered with seven local public schools to provide nutritional treats to students.

Historically Underutilized Business Zone-Certified Small Business: Franklin Harris, John Cecil Construction, Columbus. John Cecil Construction opened in 2009. Franklin Harris utilized SBA's

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Media's
responsibility is
to
challenge
government

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DeWine, Husted Announce InnovateOhio Platform

Ohio Governor Mike DeWine and Lt. Governor Jon Husted today announced the launch of the InnovateOhio Platform, which will coordinate data and resources across state government to improve the way Ohio tackles our most challenging problems.

(COLUMBUS, Ohio)—Ohio Governor Mike DeWine and Lt. Governor Jon Husted announced the launch of the InnovateOhio Platform, which will coordinate data and resources across state government to improve the way Ohio tackles our most challenging problems. It will also streamline technology service across agencies to give Ohio citizens and businesses a better experience when interacting with state government.

To put the platform in motion, Governor DeWine signed [Executive Order 2019-15D](#), which will require all state agencies, boards, and commissions to adopt and use the platform.

The [InnovateOhio Platform](#) will lead the way for better solutions to the state’s greatest challenges and offer support for the administration’s leading programs, including RecoveryOhio and Children’s Initiatives.

The state has previously executed a piecemeal data strategy with each cabinet agency, board, and commission managing their own data infrastructure in a siloed system. InnovateOhio will manage a state-of-the-art data analytics system, located at the State of Ohio Computer Center (SOCC), which will allow more secure and cost-efficient storage of state data. It will also allow the state easier access to more datapoints to get a more comprehensive view of different issues and better direct resources in problem solving. A Better User Experience

The InnovateOhio Platform will also absorb state technology previously known as the Ohio Digital Experience (ODX). With this change, the appearance and manner of online interaction for Ohioans will be the same across government services providing greater ease of use. Ohio.gov websites with higher levels of traffic will receive first priority for implementation of the InnovateOhio Platform.

Governor DeWine and Lt. Governor Husted announced the change during a meeting of the Gov-

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8(a) certification to grow his business through government contracting. Located in a HUB-Zone, Harris has brought revitalization to the area, employing 20 employees to fulfill major contracts with the Department of Homeland Security, Defense Logistics Agency and others.

Small Business Development Center Service Excellence and Innovation Center of the

Year: Mike Stater, Director, The Ohio Small Business Development Center at Warren County. The SBDC team at Warren County improved the entrepreneurial climate in southwestern Ohio, counseling 56 clients, which led to 20 new business starts in the area.

Women’s Business Center of the

Year: Ramona Mills, Director, Women’s Business Center of Central Ohio, Columbus. The

WBC works to empower women entrepreneurs with resources and tools to create strong sustainable businesses. In the last three years, the center has counseled 267 entrepreneurs, leading to the creation of 105 new businesses.

Veteran Advocate of the Year: Kimberly Tapia, Bunker Labs Entrepreneur City Leader, Columbus, OH. Bunker Labs provides assistance to military veterans interested in entrepreneurship. Bunker Labs Columbus is one of 22 locations across the United States.

More than half of Americans either own or work for a small business, and create two out of every three new jobs in the U.S. each year. The U.S. Small Business Administration will celebrate America’s 30 million small businesses with events from April 29 to May 5. To learn more, visit www.sba.gov/nsbw.

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OhioMBE welcomes letters to the editor from readers. Typed letters of 200 words or less are preferred; all might be edited. Each letter must include name, home address and daytime phone number. Some letter may appear on our website.

The 912 Group is an Ohio certified Minority Owned business. The 912 Group is a certified FBE with the City of Columbus.

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Determined

By Ronda Watson Barber
OhioMBE Publisher

I was recently speaking with two millennial women about my advocacy and the lawsuit in federal court filed against me and OhioMBE by a disgruntled former Columbus City School employee.

Both were concerned and questioned why I speak out, particularly when it is costing me money. They commented that the legal fees I am allocating to pay for professional legal representation buy new shoes or a purse. They are right. Advocacy has its costs. I explained that we stand on strong shoulders. If not for those that have paved our present paths, where would we be? I was raised to believe it is my obligation to leave a positive footprint for others. Issues of race, class, and gender are my life work. I am not afraid. I am determined. I am steadfast that as an American citizen, the US constitution applies to Black me. Both my grandfathers and great uncle fought in WW2. As Black men, they honorably served our country. One died. They protected and defended the constitution and the United States of America. They went off to war, came home and still didn't have full citizenship. They survived the war, Jim Crow and the Civil Rights Movement. My son is a US Army Ranger who recently returned from deployment. He is an official badass. I have watched him take the oath to protect and defend multiple times. I well up with pride in his military service and sacrifices. This is my America too.

Advocacy is tough and costly. I have found out who my supporters are. I appreciate everyone that has contributed to the OhioMBE legal fund. Your efforts are not forgotten and mean the world to me, particularly on the rare days when I want to throw in the white flag. I know advocacy has its costs. I have been here before fighting for Black businesses. Sometimes standing alone. I will fight for my right to have an opinion and more importantly the right to express it. I am determined. I am a survivor. I speak out for others and injustices. I will not allow white privilege or entitlement to deter me. I am a formable opponent. Truth and right are on my side.

I have learned a lot about advocating. Some businesses stand with me and others ride my coattails. Some small businesses feel entitled to my efforts. Some will call and ask me for re-



Kai Peters

Sr. Commodity Manager, Supplier Diversity and Social Responsibility

The Ohio State University
and the Wexner Medical
Center

Kai Peters has been recently hired as a Senior Commodity Manager, focusing on Supplier Diversity and Social Responsibility at The Ohio State University and the Wexner Medical Center. She is working to expand the program's scope and connections to build a strong sustainable supply

base reflective of the communities both the institutions serve. As the Supplier Diversity program evolves she will manage commodities with strong diverse businesses that could be contracted to support the medical center.

She is also working with the sustainability teams to move their initiatives and goals forward to take better care of our environment.

Prior to this position Kai worked for 16 years in sourcing managing direct and indirect materials for two leading technology companies in the manufacture of equipment and fabrication of semiconductor products.

Kai has her undergraduate degree in Chemistry from the University of Illinois and her MBA from the Fisher College of Business at The Ohio State University.

She can be reached at:
Kai.Peters@osumc.edu
Desk: 614-293-7804 (Mon, Wed-Fri)
Desk: 614-292-3876 (Tues)



sources, introductions, etc. Those same businesses won't purchase a \$19 advertisement. Still determined, I will fight for access to contracting opportunities. I will continue to speak out for Black-owned businesses to get a piece of the government contracting pie.

My hero Harriett Tubman reminds me, "I freed a thousand slaves I could have freed a thousand more if only they knew they were slaves." My new reaction those who take advantage of my advocacy — I refuse to assist or hang out with anyone Harriett would have shot.

Just my thoughts...rwb

bid opportunities

To post a bid notice, call 614-522-9122 or email news@ohiombe.com



Columbus City Schools issues solicitations on a regular basis for goods & services related to food, construction, technology, curriculum, & transportation. Interested vendors should periodically check our website at <http://www.columbus.k12.oh.us/rfp>



MID-OHIO REGIONAL
MORPC
PLANNING COMMISSION

REQUEST FOR PROPOSALS
REGIONAL HOUSING STUDY

The Mid-Ohio Regional Planning Commission (MORPC) is requesting proposals from firms to provide professional services to help develop a housing strategy for the region that includes investment and policy recommendations for communities to support mixed-income neighborhoods and regional growth.

MORPC is a voluntary association of local government communities in the 15-county Central Ohio area. Our organization strives to enhance the quality of life and competitive advantages of Central Ohio by working through local governments and other constituents. A catalyst for change, evidence of MORPC's work is seen every day through planning, programming and services in the areas of housing, transportation, water, land use, economic development, environment, public policy and technology. We assist our local government members by providing innovative solutions for the many challenges facing our growing region.

Consultants interested in being considered must submit TEN (10) printed copies and one (1) in the form of a compact disc or jump drive in a PDF format. Proposals will be received by MORPC until 5:00 pm (ET), MONDAY, MAY 6, 2019.

Submit proposals to:
Mid-Ohio Regional Planning Commission
Attn: JENNIFER NOLL 111 Liberty Street, Suite 100
Columbus, OH 43215
jnoll@morpc.org

See complete RFP at www.OhioMBE.com/bid-opportunities

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ANDREW J. GINTHER, MAYOR

The Department of Development has contracting opportunities in the below areas. Please reach out for more information and bidding requirements.

DEPARTMENT OF
DEVELOPMENT

- Graffiti Removal and Arborist Services. Contact Eric Voorhees (614-645-7934 or eavorhees@columbus.gov).
- Grass Cutting and Solid Waste Removal. Contact Mike Schwab (614-645-7122 or mfschwab@columbus.gov).
- Demolition and Asbestos Abatement. Contact Mike Farrenkopf (614- 679-5873 or mlfarrenkopf@columbus.gov) or Seth Brehm (614-645-5659 or swhbrehm@columbus.gov).
- Property Maintenance and Miscellaneous Services in November 2019. Contact Audrea Hickman (614-645-8907 or aehickman@columbus.gov)
- Construction trades including: General Construction, Home Improvement, Electrical, HVAC, and Plumbing. Contact Tim Tilton (614- 724-3009 or twilton@columbus.gov).
- Lead abatement. Contact Erica Hudson (614- 645-6739 or ejhudson@columbus.gov).

To register for notifications on upcoming bid opportunities, please visit <http://vendors.columbus.gov/sites/public>.

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IVRA BASSETT

bid opportunities

To post a bid notice, call 614-522-9122 or email news@ohiombe.com



LEGAL NOTICE OPERATION: FIX IT – FIRE ALARM PACKAGE 4B – COLUMBUS NORTH INTERNATIONAL HIGH SCHOOL Sealed bids for the above-referenced project will be received by the BOARD OF EDUCATION, City School District of Columbus, Ohio, Office of Capital Improvements, 889 E. 17th Ave, Columbus OH 43211, until

Wednesday, May 8, 2019 at 10:00a.m.

More information can be found on the District's web site at <http://www.columbus.k12.oh.us/rfp>. The plans and specifications are on file with Franklin Imaging.



COLUMBUS METROPOLITAN HOUSING AUTHORITY

COMMUNITY. COMMITMENT. COLLABORATION.

Legal Notice: RFP 2019-003 Relocation Consultant for Multiple Properties

The Columbus Metropolitan Housing Authority is seeking Request for Proposal (RFP) for the procurement of Relocation Consultant for Multiple Properties. The response deadline is Friday May 17, 2019 at 2:00PM. A pre-proposal conference is scheduled for 11:00AM on Thursday May 9, 2019 at our corporate office. Specifications may be obtained by visiting our website, www.cmhanet.com or by contacting the Purchasing Department of the Columbus Metropolitan Housing Authority at 880 E. 11th Ave, Columbus, Ohio 43211 or by calling 614-421-4434, 8:00 AM–4:00 PM, Monday – Friday.



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Contractors | Engineers

Building Crafts, Inc., an equal opportunity employer, is soliciting bids from EDGE and ODOT certified DBE, MBE, and WBE

subcontractors and suppliers for the Muddy Creek at Westbourne HRT Phase A Improvements Project in Cincinnati, OH which bids on May 10th, 2019. Items of work to be subcontracted or supplied include, but are not limited to the following: demolition, concrete repair, saw cutting/coring, concrete paving, seeding and mulching, reinforcing steel supply/erection, concrete, block and brick masonry, joint protection, miscellaneous metals, painting, instrumentation & controls, process piping, plumbing, HVAC, and electrical. Bidding documents can be examined at Building Crafts, Inc., 2 Rosewood Dr., Wilder, KY 41076 or by calling Shane Paxton at (859) 781-9500 to make arrangements to view documents electronically. Submit quotes by 8 AM on May 10th, 2019, by email to estimating@buildingcrafts.com or by fax at (859) 781-9505. All bids should include a completed Form 6100-3 DBE Subcontractor Performance Form.



Notice to Bidders

Ohio History Connection is seeking bids for the Poindexter Village Exterior Restoration project. A pre-bid meeting will be held 5/9/19 at 10:00am at 290 N. Champion Ave., Columbus, Ohio. Bid documents are available for free on the OHC

webpage: www.ohiohistory.org/hsfprojects



LEGAL NOTICE

OPERATION: FIX IT – SECURITY VESTIBULE UPGRADES 2B – SHERWOOD MS, RIDGEVIEW MS, WOODWRD PARK MS, WEST HS & WHETSTONE HS – RE-BID

Sealed bids for the above-referenced project will be received by the BOARD OF EDUCATION, City School District of Columbus, Ohio, Office of Capital Improvements, 889 E. 17th Ave, Columbus OH 43211, until Wednesday, May 8, 2019 at 10:00 a.m. More information can be found on the District's web site at <http://www.columbus.k12.oh.us/rfp>. The plans and specifications are on file with Franklin Imaging.

Vote on May 7

bid opportunities

To post a bid notice, call 614-522-9122 or email news@ohiombe.com



INVITATION FOR BIDS

Sealed bid proposals will be received by the Akron Metropolitan Housing Authority at 100 West Cedar Street, Akron, Ohio 44307 until **2:00 p.m.** local time on **TUESDAY, MAY 21, 2019** at which time and place all bids will be publicly opened and read aloud for:

LEAD ABATEMENT, REHABILITATION AND RELATED WORK at 1245 EASTON DRIVE, AKRON, OHIO 44310; 755 PATTERSON AVENUE, AKRON, OHIO 44310; 1210 SAWYER DRIVE, AKRON, OHIO 44310

Specifications can be purchased at SE Blueprint, Inc. located at 520 South Main Street, Suite 2411, Akron, Ohio 44311 (330) 376-1689. Please email (akron@seblueprint.com) or call with quantity requests and notice will be provided when documents are available for pick-up.

See complete bid notice at <https://ohiombe.com/archives/12333>



INVITATION FOR BIDS

Sealed bid proposals will be received by the Akron Metropolitan Housing Authority at 100 West Cedar Street, Akron, Ohio 44307 until 2:00 p.m. local time on **WEDNESDAY, MAY 22, 2019** at which time and place all bids will be publicly opened and read aloud for:

EXTERIOR DOOR REPLACEMENT AND RELATED WORK at PINWOOD APARTMENTS 8788 RAY COURT, TWINSBURG, OHIO 44087

Specifications can be purchased at SE Blueprint, Inc. located at 520 South Main Street, Suite 2411, Akron, Ohio 44311 (330) 376-1689. Please email (akron@seblueprint.com) or call with quantity requests and notice will be provided when documents are available for pick-up.

See complete bid notice at <https://ohiombe.com/archives/12324>



INVITATION FOR BIDS

Sealed bid proposals will be received by the Akron Metropolitan Housing Authority at 100 West Cedar Street, Akron, Ohio 44307 until 2:00 p.m. local time on **THURSDAY, MAY 30, 2019** at which time and place all bids will be publicly opened and read aloud for:

BOOSTER PUMP REPLACEMENT AND RELATED WORK at ALLEN DICKSON APARTMENTS, 21-23RD STREET NW, BARBERTON, OHIO 44203 and RAY SUTLIFF APARTMENTS, 1850 SECOND STREET, CUYAHOGA FALLS, OHIO 44221

Specifications can be purchased at SE Blueprint, Inc. located at 520 South Main Street, Suite 2411, Akron, Ohio 44311 (330) 376-1689. Please email (akron@seblueprint.com) or call with quantity requests and notice will be provided when documents are available for pick-up.

An email link for the above mentioned specifications is available at the Subcontractors Association NEO, 637 Vernon Odom Blvd., Akron, Ohio; Akron Urban League, Minority Business Assistance Center, 440 Vernon Odom Blvd., Akron, Ohio; the Builders Exchange of Canton, 5080 Aultman Rd., North Canton, Ohio; Builders Exchange of Cleveland, 9555 Rockside Road, Suite 300, Cleveland, Ohio; and the Ohio Construction News, 7261 Engle Road, Suite 304, Cleveland, Ohio. A list of plan holders can be obtained from SE Blueprint's website @ www.seblueprint.com

See complete bid notice at ohiombe.com

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GG GG *One isn't necessarily born with courage, but one is born with potential. Without courage, we cannot practice any other virtue with consistency. We can't be kind, true, merciful, generous, or honest.* - Maya Angelou

We got bids!



WINGS, WINE & NETWORKING

May 15

4:30 to 6 pm @ Lincoln Cafe

g12group.eventbrite.com



OHIO'S LARGEST BLACK-OWNED BUSINESS NEWSPAPER

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I learned that courage was not the absence of fear, but the triumph over it. The brave man is not he who does not feel afraid, but he

who conquers that fear. — Nelson Mandela

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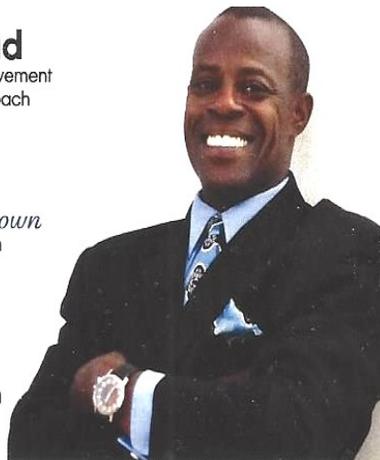
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ODOT Cleveland DBE/SBE Business Development Courses:
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Thursday, May 2, 2019 at 11:00am

Women Making a Difference
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Tuesday, May 7, 2019 at 4:00pm

ODOT Columbus DBE/SBE Business Development Courses:
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Wednesday, May 8, 2019 at 4:00pm

ODOT Cleveland DBE/SBE Business Development Courses:
Accounting
Garfield Heights, OH 44125

Tuesday, May 14, 2019 at 4:00pm

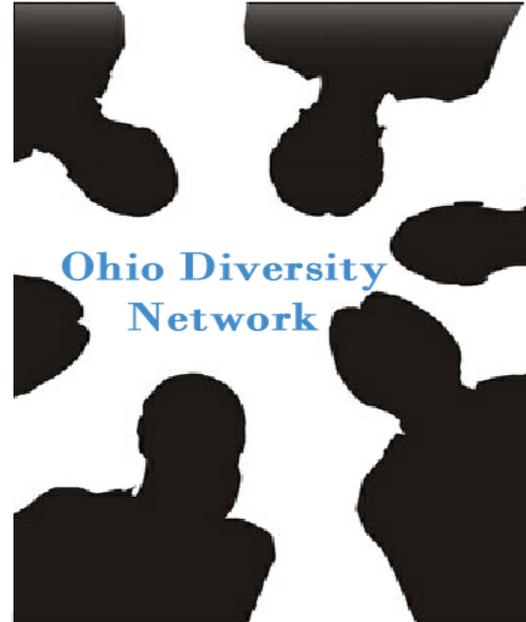
ODOT Cincinnati DBE/SBE Business Development Courses: Estimating
Lebanon

Wednesday, May 15, 2019 at 4:30pm

OhioMBE: Wings, Wine and Networking
Columbus

Wednesday, May 22, 2019 at 4:00pm

ODOT Columbus DBE/SBE Business Development Courses:
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COLUMBUS
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OFFICE OF DIVERSITY
AND INCLUSION



www.OhioMBE.com

Innovate from page 2

ernor's Cabinet earlier today. InnovateOhio will be laying out a transition timeline for adoption government-wide in the coming days.

InnovateOhio is led by Lt. Governor Jon Husted after being created by the new administration in 2019. The initiative's mission is to look at every state service with an eye on the customer's experience. InnovateOhio is looking at the customer's journey through different interactions with the state to find ways Ohio can use technology to better serve Ohioans at a lower cost. You can learn more about InnovateOhio at Innovate.Ohio.gov.



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Top 10 Business Credit Terms Small Business Owners Should Know

As a small business owner, it is important to have an understanding of business credit terms. Similar to personal credit, business credit determines whether your company can be trusted by the way it manages money. Like personal credit, business credit is a reflection of how well your company manages money.

Why is business credit important?

The Nav American Dream Gap Survey, 2015 revealed of small business owners surveyed, 45% did not know they have a business credit score, 72% did not know where to find information on their business credit score and 82% didn't know how to interpret their score.

The good news is that you don't have to be a financial expert to negotiate the world of business credit. By knowing some key terms and definitions surrounding business credit, you can earn lenders' trust and make your way to successful funding.

Here are the top ten business credit terms you should know:

- 1. Accounts Receivable** – Also known as A/R, accounts receivable refers to the money owed to your business by others for products or services provided.
- 2. Business Credit Report** – A business credit report is a detailed report of a company's credit history prepared by a business credit reporting agency. The information contained in a business credit report provides crucial details needed to make informed credit decisions.
- 3. Business Credit Score** – While a personal credit score is a number that represents an individual's credit history; a business credit score represents the credit risk of a business itself. Each business credit reporting agency has a different type of scoring model with scores ranging from 1-100.
- 4. Cash Flow** – This is the cash that flows in and out of your business in a month. The cash coming into the business can come from customers & clients. Cash going out can be from expenses such as rent, payroll, taxes, etc.
- 5. Collateral** – Any assets used to secure credit or a loan for the business is collateral and can be tangible or intangible. When you pledge an asset for collateral, it becomes subject to seizure by the lender if the business defaults on the terms.
- 6. Gross Profit** – After deducting the costs it takes to make and sell your company's products or services, the gross profit is the money that remains. The gross profit shows up on the company's income statement.



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- 7. Line of Credit** – A [line of credit for a business](#) is an account opened with a bank, credit union or lender that lets you borrow money when needed, up to a preset borrowing limit. Each issuer has its own unique underwriting criteria, guidelines and terms.
- 8. Net Terms** – This is a specific type of trade credit offered to businesses which require payment in full in a short period of time after a product or service is purchased. The typical [net terms](#) are net 30 and net 60 days.
- 9. Personal Guarantee** - A personal guarantee is a written promise from a business owner to accept responsibility in the event the business fails to pay.
- 10. Profit & Loss Statement** - The profit and loss statement (P&L), also known as the net income statement, shows if your company is making money, breaking even or operating at a loss.

Having access to business credit is the lifeline for a small business. It enables you to obtain the cash you need to grow, cover daily expenses, buy equipment & inventory, hire additional employees and so on. With a knowledge and application of business credit, you are well on your way to creating an important safety net for your business.

Source: SBA.gov

  **Be more concerned with your character than your reputation. Because your character is what you really are, while your reputation is merely what others think you are. – Jay-Z**



Eighth Annual Women’s Lobby Day seeks to empower women by engaging advocates from across the state

Discussion and advocacy focuses on equal opportunity for better lives, brighter futures for all Ohioans

COLUMBUS— State Rep. and Ohio House Democratic Women’s Caucus (OHDWC) Chair Tavia Galonski (D-Akron) will join Ohio House and Senate Democratic women lawmakers for the **eight annual Women’s Lobby Day on Thursday, May 2 at the Riffe Center** in Columbus. The legislative program, featuring a panel of OHDWC members, begins at **10:00 a.m.**

The annual event brings elected officials and advocates together to discuss and lobby for policy solutions to the many challenges Ohio women and families still face today. The program will include policy briefings from women lawmakers and allow guests the opportunity to meet and lobby with legislators during the afternoon.

This event is free and open to the public, but space is limited. Registration is encouraged by following: <https://www.eventbrite.com/e/ohio-womens-lobby-day-2019-empowering-women-empowering-ohio-tickets-33790628680>

- WHO:** Ohio House Democratic Women’s Caucus (OHDWC) members
- WHAT:** Eighth annual Women’s Lobby Day
- WHEN:** Thursday, May 2
Event: 9:00 a.m. – 4:00 p.m.
Legislative program: 10:00 a.m.
- WHERE:** Vern Riffe Center for Government and the Arts, 3rd Floor
77 S. High St.
Columbus, OH 43215

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2. Certification can afford you loan and bonding opportunities. The State of Ohio has loan and bonding programs specifically for certified minority owned businesses.
3. Certification can be a marketing tool for your business. You can add your certifications to your marketing materials, business cards, website, etc. Many consumers like doing business with veteran, minority or woman owned businesses.

